

Message Text

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21/14

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-11 SPC-03 AID-20 NSC-10

RSC-01 CIEP-02 TRSE-00 SS-20 STR-08 OMB-01 CEA-02

CIAE-00 FRB-02 INR-10 NSAE-00 XMB-07 OPIC-12 LAB-06

SIL-01 DODE-00 PM-07 L-03 DRC-01 /138 W

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R 250931Z OCT 73

FM AMEMBASSY TEL AVIV

TO SECSTATE WASHDC 0269

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EO 11652: N/A

TAGS: ETRD IS

SUBJ: ISRAELI IMPORTERS TURN TO US FOR POSTWAR RESUPPLY

1. CURRENT CLIMATE OF ISRAELI APPRECIATION OF US
SUPPORT HAS OPENED SIGNIFICANT NEW EXPORT OPPORTUNITIES
FOR US GOODS.

2. MOSHE ALPAN, GENERAL MANAGER, LARGE HISTADRUT-OWNED
KOOR INDUSTRIES, IS ARRIVING US ABOUT NOV 2 WITH LONG
SHOPPING LIST. CAN BE CONTACTED THROUGH SOLCOOR, INC.
NEW YORK, WITH WHOM ARRANGEMENTS SHOULD BE COORDINATED.

3. KOOR WISHES BUY SOONEST 100-200 HEAVY-DUTY, 20-40
TON TRUCKS, NEW OR RECONDITIONED; 100,000 TONS OF ROLLED
STEEL STOCK; 30,000 TONS HEAVY PLATE FOR OIL STORAGE TANKS;
POLYVINYL CHLORIDE FOR EXTENSIVE KIBBUTZIM PLASTIC INDUSTRIES;
WIDE RANGE OF ELECTRONIC SUPPLIES; HOSPITAL EQUIPMENT AND
SUPPLIES, ALL ITEMS FORMERLY FURNISHED BY EUROPEANS.

4. URGE USDOC DRAW UP CAREFUL LIST OF HIGH-QUALITY,
EXPERIENCED SUPPLIERS WHO LIKELY PROVIDE GOOD SERVICE IN
FUTURE, AHJ MAKE TENTATIVE APPOINTMENTS.

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5. THIS LOOKS LIKE MAJOR OPPORTUNITY FOR US TO BREAK
INTO MARKET FORMERLY ENJOYED BY EUROPEANS. APPOINTMENTS
FOR ALPAN WITH HIGH-LEVEL WASHINGTON OFFICIALS IN STATE,
COMMERCE, EXIM BANK AND PRIVATE INDUSTRY ASSOCIATIONS WOULD
DEMONSTRATE OUR REAL INTEREST IN EXPLOITING THIS OPPORTUNITY.

6. I URGE PROMPT HIGH-LEVEL ATTENTION TO STRIKE WHILE IRON
IS HOT. CONCLUSION BOARD DEAL WITH KOOR WOULD BE POWER-
FUL STIMULUS TO OTHER ISRAELI BUYERS AT THIS TIME WHEN
THEY ARE FAVORABLY DISPOSED TO US.

KEATING

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Message Attributes

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Disposition Authority: golinofr
Disposition Case Number: n/a
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Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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30 JUN 2005

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